

Message Text

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PAGE 01 LA PAZ 08181 192124Z

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

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P 192055Z NOV 75

FM AMEMBASSY LA PAZ

TO SECSTATE WASHDC PRIORITY 8795

UNCLAS LA PAZ 8181

E.O. 11652: N/A

TAGS: BEXP, BL, AR

SUBJECT: MAJOR PROJECT: BOLIVIA/ARGENTINA PESTICIDES PLANT

REF: A. LA PAZ A-53, APRIL 9, 1975 2. LA PAZ 3381, MAY 24 1974

3. STATE 272023 NOVEMBER 18, 1975

1. "LOUIS F. CRESPO" IS WELL KNOWN TO COMATT AS AGGRESSIVE AND PRACTICAL BUSINESS MAN. PROJECT IS PROGRESSING QUICKLY AND HE DESIRES TO ASSOCIATE WITH CATALYTIC AS THIS U.S. FIRM CAN PROVIDE KNOW-HOW, DESGIN, PROCESS ENGINEERING AND CONSTRUCTION.

2. PLANT IS A JOINT VENTURE BETWEEN YPFB (BOLIVIA), YPF (ARGENTINA) AND CORPORACION BOLIVIANA DE FOMENTO (CBF) WITH FINANCING FROM ANDEAN DEVELOPMENT CORPORATION (CAF).

3. WE CAN NOT IDENTIFY "BELLONI." PLEASE PROVIDE ADDITIONAL INFORMATION. TELEX CAME FROM MR. CRESPO AND NOT FROM YPFB. IN EMBASSY'S JUDGEMENT MR. CRESPO HAS GOOD CONNECTIONS REGARDING THIS PROJECT AND HE IS RELIABLE. WTDR BEING PREPARED.

4. PRESENT SITUATION IS: GOB HAS CREATED COMPANY CALLED AGUILA WHICH HAS INVITED SEVERAL LOCAL ENGINEERING FIRMS TO SUBMIT BY NOVEMBER 28, 1975 LETTERS OF INTENTION (PRE-QUALIFICATION) FROM INTERNATIONAL FIRMS STATING INTEREST IN PROJECT. LETTER MUST STATE THAT FIRM WILL PROVIDE "KNOW-HOW," PROCESS AND CONSTRUCTION.

5. INTERNATIONAL FIRMS MUST ASSOCIATE WITH LOCAL COMPANIES.

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ING. CRESPO IS ATTEMPTING TO ASSOCIATE HIMSELF WITH CATALYTIC.

6. IF CATALYTIC IS INTERESTED IN PROJECT, SUGGEST A REPRESENTATIVE TRAVEL TO LA PAZ ASAP OR BEFORE NOVEMBER 28, 1975 TO DISCUSS ASSOCIATION WITH ING. CRESPO AND TO PRESENT LETTER OF INTENTION DIRECTLY TO AGUILA OR THROUGH ING. CRESPO. PLEASE NOTE: "KNOW-HOW" IS REQUIRED AND WITHOUT SAME, LETTERS OF INTENTION WILL NOT BE ACCEPTED.

7. LETTER OF INTENTION SHOULD INCLUDE NORMAL PRE-QUALIFICATION DATA.

8. APPEARS THAT ON OR BEFORE MARCH 1, 1976, FIRMS THAT HAVE PRE-QUALIFIED WILL RECEIVE TENDER.

9. HIGH LEVEL PERSON IN MINISTRY OF ENERGY OFFICE OF PETRO-CHEMICALS INFORMED MINATT THAT GOB HAD CREATED COMPANY CALLED AGUILA WHICH SENT INVITATIONS TO ABOUT 12 INTERNATIONAL COMPANIES. MINISTRY OFFICIAL SAID HE WOULD ENSURE THAT CATALYTIC WAS ADDED TO LIST.

10. ADVISE COMATT IF CATALYTIC IS INTERESTED AND WHETHER REPRESENTATIVE WILL TRAVEL TO LA PAZ SO THAT ING. CRESPO CAN BE ADVISED ACCORDINGLY.
STEDMAN

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